

DO I HAVE TO REPAY THIS FUNDING?

In general, no. Contributions under \$75 000 to commercial enterprises are non-repayable.

IF I HAVE A BUSINESS PROPOSAL FOR CONSIDERATION, WHAT IS THE NEXT STEP?

Call the Aboriginal Business Canada office or External Delivery Organization nearest you and ask to speak to a development officer who will provide further information and discuss your plans with you. If the idea appears to fit our criteria, we will provide you with a "Statement of Intent" form. Submission of this form begins the application process.

ABORIGINAL BUSINESS CANADA OFFICES

Aboriginal Business Canada
Industry Canada
235 Queen Street
OTTAWA, Ontario
K1A 0H5
Phone: (613) 954-4064
Fax: (613) 957-7010
Internet: <http://abc.gc.ca>

ATLANTIC

Aboriginal Business Canada
Industry Canada
4th Floor, 1801 Hollis Street
P.O. Box 940, Station M
HALIFAX, Nova Scotia
B3J 2V9
Phone: (902) 426-2018
Fax: (902) 426-1643

QUEBEC/NUNAVUT

Aboriginal Business Canada
Industry Canada
Suite 2604
800 Tour de la Place Victoria
P.O. Box 289
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H4Z 1E8
Phone: (514) 283-1828
Fax: (514) 283-1843

ONTARIO

Aboriginal Business Canada
Industry Canada
3rd Floor, 151 Yonge Street
TORONTO, Ontario
M5C 2W7
Phone: (416) 973-8800
Fax: (416) 973-2255

Aboriginal Business Canada
Industry Canada
c/o Indian and Northern
Affairs Canada Office
1760 Regent Street South
SUDBURY, Ontario
P3E 3Z8
Phone: (705) 522-5100
Fax: (705) 677-7976

MANITOBA

Aboriginal Business Canada
Industry Canada
4th Floor
400 St. Mary Avenue
WINNIPEG, Manitoba
R3C 4K5
Phone: (204) 983-7316
Fax: (204) 983-4107

SASKATCHEWAN

Aboriginal Business Canada
Industry Canada
7th Floor
123 - 2nd Avenue South
SASKATOON, Saskatchewan
S7K 7E6
Phone: (306) 975-4329
Fax: (306) 975-5334

ALBERTA

Aboriginal Business Canada
Industry Canada
Canada Place
Room 725, 9700 Jasper Avenue
EDMONTON, Alberta
T5J 4C3
Phone: (403) 495-2954
Fax: (403) 495-4172

BRITISH COLUMBIA/YUKON

Aboriginal Business Canada
Industry Canada
21st Floor
300 West Georgia Street
VANCOUVER,
British Columbia
V6B 6E2
Phone: (604) 666-3871
Fax: (604) 666-0238

EXTERNAL DELIVERY ORGANIZATIONS

A number of Aboriginal
business organizations
across the country also
deliver program services.

For a list of these organiza-
tions, please call your near-
est Aboriginal Business
Canada office.

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Tourism Businesses



ABORIGINAL BUSINESS CANADA
ENTREPRISE AUTOCHTONE CANADA

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Canada

ABORIGINAL BUSINESS CANADA provides business services and support to Canadian Aboriginal peoples. This pamphlet describes how we work with you, what we look for and how we can help your tourism business succeed in developing new opportunities.

Many Aboriginal firms operate successful tourism businesses across the country that contribute to our economy.

More than ever, Canadians and visitors from other countries are interested in visiting Aboriginal communities and experiencing authentic Aboriginal culture. In recognition of this niche market, Aboriginal Business Canada supports individuals and communities in their efforts to develop distinctive Aboriginal cultural tourism and ecotourism products that are commercially viable yet remain sensitive to Aboriginal traditions and values. The following information describes how we can work with you in such activities.

WHAT ARE ABORIGINAL CULTURAL TOURISM AND ECO-TOURISM?

Aboriginal Cultural Tourism: Businesses that draw tourists to an area to enjoy a cultural experience that incorporates or demonstrates the customary beliefs, social structures and material traits of an Aboriginal culture (present or historical).

Examples: Traditional villages; cultural experiences or visits to communities; and lodges, motels and restaurants offering significant cultural components as reflected in traditional foods, decor and service. *Note: Guidelines for cultural tourism businesses are available.*

Eco-Tourism: Businesses that draw tourists to an area for an experience that incorporates or demonstrates elements of the relationship between a community and its environment, normally in a manner that

would be considered non-consumptive. This may or may not include a cultural component. *Note: "Community" simply refers to a group of people, not a specific Aboriginal community.*

Examples: Viewing the Northern Lights, whale watching, nature tours, trail riding, canoe trips, dog sledding, catch-and-release fishing camps, kayaking and snowshoeing.

ARE ANY OTHER ABORIGINAL BUSINESSES RELATED TO THESE TOURISM OPPORTUNITIES ELIGIBLE FOR SUPPORT?

In some cases, yes. Associated businesses, that is, businesses whose services or products are sold in conjunction with a cultural/eco-business, and that meet all four of the following criteria, are eligible for support:

- The business must be an important part of an eco- or cultural tourism product package.
- A significant portion of the revenues of the business (as reflected in the business plan) must be derived from providing services to eco- or cultural tourism businesses or events. *Note: Specific details should be discussed with a development officer.*
- The business must offer an Aboriginal cultural experience as reflected in products, decor or service.
- The business must operate within commonly accepted eco- and environmental practices.

Examples are in the areas of:

Transportation: Airlines/planes, tour buses, water taxis servicing specific Aboriginal eco- and cultural tourism sites.

Accommodation/Food: Campgrounds, motels, lodges and restaurants providing food services and accommodation for tour packages to eco- and cultural sites.

Retail: Gift shops or other retail operations that are part of tour packages, and that carry a majority of authentic Aboriginal merchandise.

Tourism Services: Tour operators, outfitters, guides and interpreters who coordinate or supply services to eco- and cultural tours or tourists.

WHO IS ELIGIBLE FOR SUPPORT?

Canadian status and non-status Indians, Inuit and Métis individuals, associations, partnerships or other legal entities, on or off reserve, are eligible. In general, majority Aboriginal ownership is required. Exceptions may be made for joint ventures.

WHAT KIND OF SUPPORT DOES ABORIGINAL BUSINESS CANADA PROVIDE FOR TOURISM BUSINESSES?

Financial support for eco- and cultural tourism is available towards the cost of business planning, establishment, expansion, marketing and consulting/business advisory services. Information, information products and referrals to other resources are also available.

Through regional offices, or nationally, Aboriginal Business Canada also provides support to Aboriginal individuals and organizations to undertake activities that have broad application — ones that can increase the participation of tourism businesses in the global economy. Such activities build business capacity, identify development opportunities and improve the climate for Aboriginal businesses.

IF I AM ELIGIBLE FOR FINANCIAL SUPPORT, WHAT IS EXPECTED OF ME AS THE CLIENT?

You need to have a minimum of 15 percent cash equity in the eligible costs of the proposed venture. This may

increase depending on your financial capacity to bear more of the costs.

You must be actively involved in running the business and the business must demonstrate that it can support an appropriate salary.

WHAT FINANCING CAN ABORIGINAL BUSINESS CANADA OFFER?

Each proposal is assessed on its own commercial viability and merits, and the decision about our investment takes into account the overall financial package you have assembled. You should discuss this in detail with an Aboriginal Business Canada development officer.

The maximum contribution for tourism activities is 60 percent of eligible capital and operating costs; in most cases, the contribution will be significantly lower.

Up to 75 percent of the eligible costs of business planning and business support requirements is also available.

IS THERE A MAXIMUM CONTRIBUTION?

Yes. The maximum contribution to individuals, or privately-owned businesses is \$75 000. Contributions to community-owned businesses may exceed this amount where it can be demonstrated that there are strategic benefits resulting from the project which exceed normal commercial benefits.

Note: Contributions are tailored to the requirements of the business. You should talk to your development officer to determine the level of support that may be available for your venture.

How can I obtain more information?

For additional information, please call any of the offices listed in this pamphlet or contact us through our Web site at <http://abc.gc.ca>

Note: This material is provided for general information purposes only. Specific details concerning eligibility and program criteria should be discussed with a development officer.